COSMOPOLITAN

January 21, 1993

Ms. Lauren Fisher
Media Planner
BACKER SPIELVOGEL BATES, INC.
405 Lexington Avenue
New York, NY 10174

Dear Lauren:

This confirms Parliament's 1993 rates and positioning guidelines.

RATES

1) 2-page 4-sided insert on 70lb stock with 1/2 page gatefold:

$28,535 gross $4,175 net production charge

2) 1-page 2-sided insert on 70lb stock with 1/2 page gatefold:

$23,257 gross $4,175 net production charge

POSITIONING

* before main edit well
* six page competitive separation
* opposite 2/3 edit(will make every effort for a full page adjacency)

Lauren, COSMOPOLITAN values the Parliament business and we will make every effort to satisfy your needs. If we anticipate any difficulties we will contact you well in advance.

We look forward to continuing our successful relationship in 1993.

Sincerely,

Gregg

Gregg Lubba
Account Manager

cc: John Adams, Associate Media Director, BSB
Cindy Sperling, Advertising Director, COSMOPOLITAN

GL/mm

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